

BioFach 2003

www.biofach.de



February 13th – February 16th, 2003

Nuremberg

SIPPO – Pavilion

Hall 2.0

Booth 2 – 308 and Booth 2 – 320

With companies from

Bolivia, Bosnia Herzegovina, Bulgaria,
Egypt, Ghana, Peru,

As well

El Salvador – Hall 2.0 Booth No. 2 – 431

Presented by

sippo 
— swiss import —
promotion programme

we also recommend to visit the

CBI Pavilion, Hall 2 Stand 530

With companies from

Cuba, Ecuador, India, Peru, Uganda and Zambia

SIPPO Swiss Import Promotion Programme

The **Swiss Import Promotion Programme** (SIPPO), under the patronage of the state secretariat for economic affairs (SECO) from the Swiss government, aims at helping small and medium-sized enterprises (SME) from emerging markets and markets in transition to access the Swiss and EU markets as well as it helps Swiss and European importers to find the right partner in emerging and transitional countries.

SIPPO's activities focus on five main goals:

- To inform the Swiss and EU import economy on new market sources
- To include trade institutions and business branch associations in the trade promotion process
- To increase the competitiveness of small and medium-sized enterprises in selected partner countries
- To develop the manufacturing and exporting skills
- To establish qualified trade contacts between SME's from emerging markets and markets in transition and the Swiss and EU import economy

Repeated participations at selected international trade fairs are a prerequisite for future success and a major milestone in the trade promotion process.

SIPPO – Swiss Import Promotion Programme
Schweizerisches Import Förderungsprogramm
Stampfenbachstr. 85
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CH-8035 Zürich
Switzerland

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E-Mail: info@sippo.ch
Internet: www.sippo.ch

Patronage
SECO – State Secretariat for Economic Affairs, Bern

BOLIVIA

General information about business opportunities with Bolivia and detailed information about export products from Bolivia can be obtained through the Trade and Economic Council office in Germany.

CEPROBOL is the trade and economic representation of Bolivia in Switzerland and Germany.

CEPROBOL

- Provides information on commercial and business opportunities and partners.
- Supports the searching of products and brings the right partners together.

Trade and Economic Council of Bolivia
Wirtschafts- und Handelsrat der Republik Bolivien

CEPROBOL

Schillerstr. 19–21
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GERMANY
Tel. +49-69 7079 3994
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www.bolivia-trade.org
business@bolivia-trade.org

Company	LAINAL
Address	Av. Kennedy No. 2060 Oruro
Telephone	+591-2 527 57 57
Fax	+591-2 527 00 79
E-Mail	lainal@nogal.oru.entelnet.bo
Contact	Mr. Walter Prudencio Magne
Products	Quinoa grain, Quinoa powder, Quinoa flakes

LAINAL is a family company that packs and markets natural products of the highland and Bolivian valleys. Lainal markets quinoa from the Processor Plant of Salinas that belongs to the rural Aymaras people. The quinoa is organic certified and transformed in flour. It allows to produce bread, cookies, noodles and other products.

Company	EI CEIBO LTDA
Address	Av. Juan Pablo II No. 2560 La Paz
Telephone	+591-2 284 10 78 +591-2 284 11 78
Fax	+591-2 284 06 04
Mail	elceibo@ceibo.entelnet.bo
Contact	Mr. Bernardo Apaza
Products	Cocoa butter, Cocoa oil and fat, Cocoa grain, Cocoa powder, Chocolate

BOLIVIA

EL CEIBO LTDA is a cooperative of the Bolivian Amazonia. We group about 800 small producer families of organic cocoa and other cultivation.

Our products are of an excellent quality so that we produce 70 % of the whole Bolivian production. El Ceibo started 1987 with organic production, trade in raw material and organic certified semi finished products. We produce about 400 to 500 tonnes of organic cocoa per year.

Company	Coronilla Ltda.
Address	Km. 4 Carretera CBBA P.O. Box 1513 Sacaba
Telephone	+591-4 427 1221 +591-4 427 1222
Fax	+591-4 427 1224
Mail	fideos@coronilla.com
Contact	Mrs. Marta Eugenia Wille
Products	Snacks, dried fruits, Quinoa grain, Noodles of Andean cereals

Fideos Coronilla. The family driven company is producing gluten free noodles and snacks made from Andean grains like Quinoa and Canawa. The market studies of the gluten free products markets in Northern Europe show an interesting potential to develop new exports in Europe. Coronilla is certified by IMO CONTROL (LA) which is the Bolivian branch of IMO CONTROL Switzerland. More information about the company on their website: www.coronilla.com

Company	AOPEB - Asociacion de Organizaciones de Productores Ecologicos de Bolivia
Address	Calle Juan Jose Perez 268-A P.O. Box 1872 La Paz
Phone	+591-2 244 2595 +591-2 244 4441
Fax	+591-2 244 2595
Mail	aopeb@mail.megalink.com
Contact	Mr. Oscar Mendieta Chavez
Products	Dried fruits, Coffee, Brazil nuts, Fruit tea, Quinoa grain, Herbs, Cocoa products, Coffee products, Quinoa products, Brazil nut products

BOLIVIA

AOPEB, ASSOCIATION OF ORGANIZATIONS OF ECOLOGICAL PRODUCERS OF BOLIVIA was created in 1991 with the aid of El Ceibo, Anapqui, Coraca Irupana, Agroplan, Accopca and Minga. Its aim is to improve the level of sufficiency of Bolivian ecologic farmers through sustainable farming. AOPEB works specifically in the conditions of the ecological production and its recognition. The main activity is the assessment to the producers about the internal control system on the basic and specific standards for the ecological production. The AOPEB standards are equal to IFOAM International Standards, to the EU regulations 2092/91 and to US Foods Production Act.

AOPEB actually holds 35 organisations and is the only representative of around 25000 organic small producers. AOPEB participates in the writing of standards to be upheld in Bolivia in order to control domestic ecological production. It has good relations with similar organisations abroad and helps to organise international events such as conferences, trade fairs and meetings within Bolivia.

AOPEB is member of the International Federation of Organic Agriculture Movements (IFOAM) , Organisation of Action of Pesticides (RAPAL-BOL) has prepared and published the «Basic Standards for the Production and Manufacture of Organic Products in Bolivia».

Company	Cooperativa Agrícola Integral Campesino Ltda.
Address	Barrio Britanica P.O. Box 14 Riberalta
Telephone	+591-3 852 30 52
Fax	+591-3 852 35 58
Mail	Coopcampesino@lycos.com
Contact	Mr. Javier Paz , Mr. Hector Salas
Products	Brazil Nuts

BOSNIA HERZEGOVINA

Company	ANDJELIC d.o.o.
Address	Trebinjskih brigada 10 89101 Trebinje
Telephone	+387-59 260 647
Fax	+387-59 260 647
Mail	andjelic@post.com
Contact	Mr. Radovan Andjelic
Products	Essential oils, Medicinal herbs

The company from Trebinje, in the South-West of Bosnia and Herzegovina started trading with wild grown medicinal herbs in 1996 and established in 1999 the distillation of essential oils. Last year «**ANDJELIC d.o.o.**» registered as certified operator for organic production according to the EU regulation 2092/91 for wild production and processing of essential oils.

Organic certified products are essential oils and medicinal herbs such as Helichrysum Italicum (Everlasting), Salvia Officinalis (Sage), Achillea Millefolium (Yarrow), Juniperus Communis (Juniper Berry) Satureja Montana (Savoury Winter, Vitex Agnus Castus.

Company	Elmar
Address	Preobrazenska 4 89101 Trebinje
Telephone	+387-59 260 411
Fax	+387-59 222 691
Mail	elmarb@spicanet.net
Contact	Mrs. Nada Maric
Products	Essential oils and Medicinal herbs

Elmar was founded in the year 1996, since 1999 it is occupied with manufacturing essential oils from wild grown medicinal herbs by process of steam distillation. The company engages 1 employee in administration and 4 employees in production. The capacity of INOX distillery is 3 tonnes of fresh raw material per 24h. Raw material is collected by competent staff, according to our instructions, in 60 km wide surrounding of Trebinje. We are able to engage 100 collectors if needed. On October 2001 we obtained the IMO certificate for organic essential oils of following herbs : Helichrysum italicum, Salvia officinalis, Vitex agnus castus and Satureja montana.

BOSNIA HERZEGOVINA

Company	Halilovic d.o.o.
Address	Igmanska bb 7320 Vogosca
Telephone	+387-33 424 220
Fax	+387-33 424 220 / 221
Mail	halilovi@bih.net.ba
Contact	Mr. Elbis Rasidovic
Products	Essential oils, Dried mushrooms

We are catering the growing demand of various industries involved in the manufacturing of pharmaceuticals, flowers and fragrance, confectionery and skin creams. Our know-how in the world of Herbs and the excellent qualifications of our technicians, help us in anticipating and understanding the market trends and ideas of our customers. From this millennium we have forwarded our services to the international market.

Company Halilovic was founded in the year 1983, as a company and management team, together with the professional assistance of the Agricultural Institute of Sarajevo, formed as a unit for purchase, treatment and distillation of medicinal plants and forest fruits, with its main headquarters in Vogosca (Sarajevo).

Company	«Mushroom»
Address	Cara Lazara 1 78240 Celinac
Telephone	+387-65 690 058
Fax	+387-51 303 001
Mail	mushroom@inecco.net
Contact	Mr. Milan Zoric
Products	Dried Mushrooms

The company was founded in the year 2002, its main activities of mushroom processing and trading started two years ago. There are three full time employees in the company. 14 women are employed during the season.

All our production is foreseen for export, for now only as semi-finished product. Since October 2002 we are organic certified by IMO. Our plan for next year is to improve our working conditions in order to produce finished products.

This will influence our working capacity and the idea is to have 100 % working season (12 months) instead of the current 70 %.

BOSNIA HERZEGOVINA

Company	d.o.o. Smrcak
Address	Trg Kralja Petra bb. 75400 Zvornik
Telephone	+387-56 211 109
Fax	+387-56 210 365
Mail	smrcakzv@hotmail.com; svioleta@rstel.net
Contact	Mr. Miladin Mijatovic
Products	Dried Mushrooms, Teas

d.o.o. Smrcak was founded in 1990 and since 1982 we have had a shop for purchase of mushrooms. This company has five full-time workers and during the season there are about 30 workers, mostly women.

Longtime experience is a guarantee of high quality and good business.

All our products have been exported to Italy, Switzerland, Austria, Slovenia, and Yugoslavia in the last seven years.

In the last two years we started the production of teas and now we have seven types of them in filter packages. We have totally about seventy types of tea.

BULGARIA

Company	Gerada-GM Ltd.
Address	Parchevich Str. No. 46, Floor 3, ap. 6 1000 Sofia
Telephone	+359-2 980 26 12
Fax	+359-2 980 43 29
E-Mail	gerada@bulinfo.net
Contact	Mr. Gerasim Dochev
Products	Honey, wax, Pollen, Propolis, Walnuts, Plums, Raspberry, Blackberry

Gerada – GM Ltd. is a Bulgarian private company, producing and exporting Bulgarian bee honey since 1996.

In the company are working 14 people and we have about a hundred hives in different areas of the country. Since 2001 we have a certificate for organic bee honey, propolis, pollen and wax from Lacon Institute, Germany. Since 2002 we have a certificate for Walnuts, Plums, Raspberry and Blackberry.

We could offer Organic bee honey in different packaging, Blackberry, Raspberry and Plums.

EGYPT

Company	A. Fakhry & Co.
Address	1081, Corniche El Nil «The Belmont Tower» 11451 Cairo
Telephone	+202-795 0685
Fax	+202-794 4198
Mail	a-fakhry@starnet.com.eg or a.fakhry@lycos.com
Contact	Mr. Hussein A. Fakhry
Products	Essential oils, Concretes, Absolutes, Hydrolates

Since its establishment in 1955 in the heart of the Nile delta in Egypt, **A. Fakhry & Co.** devoted itself, from father to son, to the Extraction of Essential Oils from Aromatic Plants. Tradition and innovation go hand in hand at **A. Fakhry & Co.** The constant will to achieve «le beau produit» commits the enterprise to working in an environment-friendly approach. Its activities are organized around a nucleus of 20 hectares of fields planted with over 30 varieties of organically certified aromatic botanicals. This nucleus, which is completed by a recent Organic farming network as well as a conventional farming network established since 1955, allows the company to conjugate an array of some 70 natural products (Essential Oils, Floral Waters, Concretes, Absolutes, and Dried Botanicals). All products are destined for the extremely exacting clients in the fields of Fine Perfumery, Cosmetics, Aromatics, Pharmaceuticals, Aromatherapy, and Phytotherapy.



GHANA

Company	Lartey Associates (Ghana) Ltd.
Address	4 Abrebresem Street, OSU P.O. Box GP 3077 Accra
Phone	+233-21 763899 / +233-20 8136813
Fax	+233-21 764492
Mail	lartey@Ghana.com
Contact	Mr. Henry Lartey
Products	Papaya, Pineapples

Lartey Associates (Ghana) Ltd was established in July 1987 as a commodities export company. The main objectives of the company are to supply the European market with agricultural produce. They currently export charcoal to the UK and the Middle East, Coffee to France and Papaya and Pineapples to Germany, Holland, Italy, Belgium, Switzerland and the UK.

They believe in organic farming and have been certified for organic papaya and pineapple production by BCS OKO GARANTIE GmbH, and also been financing small out growers (farmers) to do the cultivation than the company can produce on its own land.

PERU

Company	Chakarunas Trading S.R.L
Address	Enrique Palacios 355 Chorrillos
Phone	+51-1 440 31 33 +51-1 252 37 17
Fax	+51-1 252 37 17
Mail	srcg@amauta.rcp.net.pe
Website:	www.chakarunas.com
Contact	Mr. Sergio Cam
Products	Maca

Chakarunas Trading, founded in 1997, conducts business throughout the Departments of Cerro de Pasco, Junin, and Ayacucho with a warehouse in Ninacaca, Cerro de Pasco and an office in Lima.

Processing includes transforming organic or silvestre herbs for export.

We have been certified by Bio-Latina in Peru. Our most successful results include supplying organic Maca to PureWorld-USA since 1997.

Our goal is to promote organic growth of additional medicinal herbs in Andean communities.

Company	APCO/AEDES Association of Organic Crop Growers
Address	Arequipa Office: Cooperativa John Kennedy A1 José Luis Bustamante y Rivero P.O. Box 2114 Arequipa
Phone	+51-54 430 794
Fax	+51-54 430 275
Mail	manuel@aedes.com.pe aedes@aedes.com.pe
Website	www.aedes.com.pe
Contact	Manuel Tejada Cano
Products	Amaranth and Quinoa

AEDES is providing technical assistance to smallholders grouped as the Association of Organic Crop Growers (APCO) in the Cotahuasi Canyon (Arequipa-Peru), the deepest and most beautiful in the World. The production process is continued by a careful selection of Inca cereals (such as amaranth and quinoa) and other Andean crops. They also gather aromatic and medical plants to offer them to the world market, while conserving the rich biodiversity. All products are certified as organically produces as per EU Regulation 2092/91.

PERU

Company	Candela Peru
Address	Parque Industrial Mz F Lto 9 Villa el Salvador P.O. Box 14-0233 L-14 Lima 42
Phone	+51-1 287 59 95
Fax	+51-1 287 50 28 +51-1 287 37 03
Mail	candela@amauta.rcp.net.pe
Contact	Mr. Gaston Vizcarra
Products	Brazil nuts, Brazil Nut oil

Candela Peru is an alternative trading organization, founded in 1989, focused in the Brazil nut industry.

We offer first quality Brazil Nuts and Brazil Nuts Oil for cosmetic and edible industries. These products are certified by IMO Switzerland. We also offer Brazil Nut Meal as a pure protein product; Brazil Nut Pod Candle, made from the natural container of the nut; and we are developing Brazil Nut Sweets, as Marzipan and Chocolate.

We have the largest and best equipped facilities for Brazil nut processing in Peru.

Company	Icatom S.A
Address	Manuel Santana Chiri No. 1151 Ica
Phone	+51-34 217 172
Fax	+51-34 223 338
Mail	mgubbins@icatom.deltron.net; atienza@terra.com.pe
Contact	Mr. Manuel Gubbins
Products	Organic tomato paste

Icatom S.A. produces organic tomato paste and fresh tomatoes in Ica – Peru , valley in the middle of the desert that allows us to produce tomatoes all year round.

The company was founded in 1995, the number of employees is 100 (20 administration, 80 plant).

Our production is mainly exported to Europe and USA, we have been certified organic by SKAL No. 015818 and the process has been certified HACCP by LLOYD'S SQA 705042.

EL SALVADOR

Company **Asociacion Agronatura**
Address Av. Las Azaleas No. 3D
Col Maquilishuat
San Salvador
Telephone +503-275 91 50
Fax +503-263 95 56
Mail agronatura@telesal.net
Contact Mr. Victor René Cheves

AGRONATURA is a non-profit organization, who works in different areas of the non traditional agricultural and agro-industrial organic sector, supporting the work carried out by recognized and accredited certification agencies, organizing the domestic market and promoting organic production principles among producers and consumers, and training the producers in all relevant production, transformation and trade techniques.

Company **Productos Naturales Shucil**
Address Pasaje Sagitarioy Neptuno No. 1
Ciudad Satelite
San Salvador,
Telephone +503-274 2781
Fa +503-274 2781
Mail shuchil@yahoo.com
Contact Mrs. Matilde de Palomo
Products Natural cosmetics like lemongrass oil,
guava pulp, organic soap

Shucil is a privately owned company that works in the field of natural cosmetics. Their line of products includes lemongrass oil, dehydrated lemon grass and guava pulp. Their main product group however is that of organic soaps, made of plant extracts. They put very much emphasis on the fact, that their suppliers are small, organic producers and belong to families in the rural areas of El Salvador. This helps to improve the living standards of smallholders and producer's groups.

Company **UPREX S.A. de C.V.**
Address San Francisco Javier
Calle Principal No. 37
Usulután
Telephone +503-628 1659
Fax +503-628 1659
Mail uprexa@telemovil.net
Contact Mr. Orlando Sandoval
Products Green coffee, Roasted coffee, Lemon grass
oil, Oregano oil, Organic sesame

EL SALVADOR

UPREX S.A. de C.V. is a rural private association, founded in 1999 by 56 associates belonging to 13 communities of the area around San Francisco Javier, Usulután, 103 km east of San Salvador .

Their main objective is to provide technical assistance, financial support and national and international marketing.

Company	Apecafe
Address	Blvd. Merliot Edificio Ucraprobex Ciudad Merliot, La Libertad
Telephone	+503-278 9440
Fax	+503-278 1311
Mail	apecafe@mixmail.com
Contact	Mr. Alfredo Rinaldo Asencio
Products	Coffee

Apecafe is an Association of Small Coffee Producer and was founded in 1997. They represent 11 coffee cooperatives in several areas of El Salvador that comprise 539 small-scale coffee growers, united to produce and export coffee to the international markets. The central purpose is to improve the economic and social conditions of the associated cooperatives and individual members. We encourage our cooperatives to use appropriate technologies in coffee growing and processing, not only to produce a high-quality coffee, but also to protect the environment.

Company	Adesol
Address	Calle Guacamayo No. 97 Lomas de Altamira San Salvador
Telephone	+503-273 0781
Fax	+503-273 8011
Mail	jrmelhado@navegante.com.sv
Contact	Mr. Roberto Melhado
Products	Pineapple, Mango, Papaya, Banana, Plataines, Chili, Turmeric, Guava, Lemon grass, Hibiscus flower, Citrus fruits and more

Adesol is an Association dedicated to the use of solar drying and clean technologies. The Association is integrated by farmers, businessmen, agricultural organizations and foundations. They all have in common the utilization of solar tunnel driers (designed with German technology), the most effective conservation of fruit, vegetable, herbs, medical plants and spices.

The GTZ (German Cooperation for Technical Assistance) is providing their support.

CBI

CBI – Dutch centre of the promotion of imports from developing countries is implementing similar activities as SIPPO. In the Bio-fach they will give support to companies from Cuba, Ecuador, India, Peru, Uganda and Zambia.

They are located in Hall 2 Stand 530.

For further information contact:

CBI

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E-mail: cbi@cbi.nl
Internet: <http://www.cbi.nl>

sippo 
— swiss import —
promotion programme

Swiss Import Promotion Programme SIPPO

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